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Message Text

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ACTION TRSE-00

INFO OCT-01 EA-10 NEA-10 ISO-00 IO-13 SP-02 ICA-11
AID-05 EB-08 NSC-05 SS-15 STR-07 OMB-01 CEA-01
COM-02 CIAE-00 FRB-03 INR-10 NSAE-00 XMB-02
OPIC-03 LAB-04 SIL-01 L-03 H-01 OES-07 PA-01
/126 W
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R 061000Z JUL 78
FM AMEMBASSY COLOMBO
TO SECSTATE WASHDC 779
INFO AMEMBASSY BANGKOK
AMEMBASSY CANBERRA
AMEMBASSY DACCA
AMEMBASSY ISLAMABAD
AMEMBASSY JAKARTA
AMEMBASSY KABUL
AMEMBASSY KATHMANDU
AMEMBASSY KUALA LUMPUR
AMEMBASSY MANILA
AMEMBASSY NEW DELHI
AMEMBASSY PORT MORESBY
AMEMBASSY RANGOON
AMEMBASSY SEOUL
AMEMBASSY SINGAPORE
AMEMBASSY SUVA
AMEMBASSY TAIPEI
AMEMBASSY TOKYO
AMEMBASSY VIENTIANE
AMEMBASSY WELLINGTON
AMCONSUL HONG KONG

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E.O. 11652: N/A
TAGS: EGEN, ETRD, BEXP, ADB, CE
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SUBJ: U.S. PROCUREMENT FROM ASIAN DEVELOPMENT BANK (ADB)

REF: STATE 155300

1. EMBASSY IS UNAWARE OF ANY RECENT DIRECT PARTICIPATION BY
U.S. FIRMS IN ADB FINANCED PROJECTS IN SRI LANKA. UREA PLANT

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PARTIALLY ADB FINANCED BEING BUILT BY UK SUBSIDIARY OF PULLMAN KELLOGG. RELATIVELY SMALL SCALE ADB PROJECTS HERE AND FACT THAT FEW U.S. FIRMS REPRESENTED LOCALLY HAVE COMBINED TO PLACE US FIRMS AT SERIOUS COMPETITIVE DISADVANTAGE. EMBASSY'S BEST EFFORTS TO OBTAIN ADVANCE INFORMATION ON POSSIBLE ADB AND OTHER IFI FINANCED PROJECTS HAVE NOT BEEN VERY FRUITFUL. DUE PUBLIC CRITICISM OF PAST GOVERNMENT OF SRI LANKA (GSL) TENDER PROCEDURES, LOCAL DEVELOPMENT AGENCIES OFTEN RELUCTANT TO PROVIDE INFORMATION ON POTENTIAL PROJECTS UNTIL FINANCING NEGOTIATIONS COMPLETED AND TENDERS ISSUED. EMBASSY CABLES TENDER DETAILS TO WASHINGTON AND SINGAPORE, BUT AS OTHER POSTS HAVE POINTED OUT, IT IS OFTEN TOO LATE FOR A US FIRM TO COM-PETE EFFECTIVELY AFTER TENDER ISSUED. THIS TRUE IN MOST CASES, BUT ESPECIALLY IN THOSE INVOLVING SMALL PROJECTS AND SMALL FIRMS. EXPENSE OF A VISIT BY A US REPRESENTATIVE AT LATE STAGE OF PROJECT DEVELOPMENT, WHEN CHANCE FOR MEETING THE LOCAL COMPETITION IS LESS THAN WOULD BE AT EARLIER STAGE, IS HARD TO JUSTIFY. FOR SIMILAR REASONS, A LARGE FIRM WOULD PROBABLY NOT CONSIDER THE SMALL PROJECTS WORTH THE EFFORT, EXPECIALLY IF ENTERING LATE.

2. AMBITIOUS GSL DEVELOPMENT PLANS FOR MAHAWELI IRRIGATION/ HYDROPOWER PROJECT INVOLVING A NUMBER OF LARGE IFI-FINANCED PROGRAMS WILL ATTRACT MORE ATTENTION AND INTEREST ON PART OF US CONTRACTORS, POSSIBLY LEADING TO RESIDENT OR REGIONAL REPRESENTATION BEING ESTABLISHED. THIS WOULD LIKELY HAVE LIMITED OFFICIAL USE

FAVORABLE EFFECT ON RATE OF US PROCUREMENT OF ADB PROJECTS AS WELL AS THOSE FINANCED THROUGH OTHER INSTITUTIONS.

3. EMBASSY SUPPORTS PLANS FOR STUDY OF COMPLETED PROJECTS WITH AIM TO DETERMINE HOW BETTER US PROCUREMENT RATE CAN BE ATTAINED. WE LOOK FORWARD TO LEARNING FROM THIS AND OTHER POSTS' EXPERIENCES REGARDING US PARTICIPATION IN IFI-FINANCED PROJECTS HOW OPPORTUNITIES FOR US FIRMS TO PARTICIPATE IN SUCH PROJECTS CAN BE ENHANCED.

4. EARLIER DISTRIBUTION OF INFORMATION REGARDING ADB PROJECTS TO EMBASSY AND TO US FIRMS WOULD HELP PER PARAS 1 AND 2 ABOVE. INTERESTED FIRMS WITH REPRESENTATIVES ON SCENE AND EMBASSY CONTACTS WITH OFFICES AND CORPORATIONS CONCERNED AT AN EARLY STAGE (I.E., PRE-TENDER, PRE-SPECS) WOULD SUBSTANTILLY INCREASE POSSIBILITY OF FIRMS INFLUENCING SPECS AND PLACING TIMELY BIDS.
LEVIN

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NNN

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Disposition Approved on Date:
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